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# **Materialism and Consumer Purchases an Exploratory Study: Are There Segments of Materialistic Consumers?**

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## **ABSTRACT**

Research on materialism has focused on the Richins Materialism constructs. The study focused on the relationship between materialism constructs, the positive and negative affect toward rivals and consumer purchase strategies when a rival purchased a product. Three segments of materialistic consumers were identified. Each segment model had different significant paths from the three short-form Richins Materialism constructs to the affect constructs and purchase constructs. PLSSSEM and FIMIX analysis was used to develop the path models and segments by identifying unobserved heterogeneity in the data. The results indicate that not all consumers may exhibit the same materialism profiles as they are related to affect towards rivals and purchase strategies.

## **ABOUT THE AUTHORS**

Rick Mathisen, Ph.D. (Michigan State University) is Professor of Marketing and Professional Sales, Kennesaw State University. He is the conference manager for the Association of Marketing Theory and Practice and the Editor of the Journal of Applied Marketing Theory. Dr. Mathisen has published articles on the relationships between marketing investments and firm value, student enrollment in online learning courses and the design of business incubators.

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